

B6 Real Estate Advisors Professional Profiles



Mitchel Flaherty
Director, Investment Sales
B6 Real Estate Advisors

Name: Mitchel Flaherty
Title: Director, Investment Sales
Company: B6 Real Estate Advisors.
Location: 1040 Avenue of the Americas, 8th Floor, New York, NY 10018
Birthplace: London, United Kingdom
Education: BSc in Estate Management, University of Greenwich and MSc in Real Estate, University of Reading
First job in real estate or allied field: Real estate appraiser
What do you do now and what are you planning for the future? I sell investment properties in the Bronx. My goal is to build my relationships in this market then expand and become a leading broker in NYC.
How do you unwind from a busy day? Going out to dinner with my wife.
Favorite book or author: "What you see is what you get" Alan Sugar biography
Favorite movie: "The Shawshank Redemption"
Last song/album that you purchased/downloaded? Ed Sheeran
One word to describe your work environment: Exciting
Rules to live by in business: Treat everyone with respect and never judge a book by its cover
If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? Richard Branson to Lafayette in the city
What is your DREAM job? (something other than your current job) Race car driver



Shaynon Gramling
Director, Investment Sales
B6 Real Estate Advisors

Name: Shaynon Gramling
Title: Director, Investment Sales
Company: B6 Real Estate Advisors
Location: 1040 Avenue of the Americas, 8th Floor, New York, NY 10018
Birthplace: Brooklyn, NY
Education: Bachelor's Degree in Public Policy-Law from Hobart and William Smith
First job: Paper route
First job in real estate or allied field: Commercial real estate agent at Marcus & Millichap
What do you do now and what are you planning for the future? I sell investment properties in Greenwich Village, West Village and the Meatpacking District. I'm planning on continuing to do this while becoming an investor myself in the future. I'd love to own an apartment building in the Village within the next 10 years.
How do you unwind from a busy day? It varies. Sometimes through a good workout and then relaxing after, sometimes I read and other times I like to watch a good movie or TV show. I also enjoy cooking sometimes.
Favorite book or author: Recently, "Sell it like Serhant" by Ryan Serhant
Favorite movie: Recently, "Instant Family" and "Green Book"
Last song/album that you purchased/downloaded? New Music Friday playlist on Spotify
One word to describe your work environment: Collaborative
Rules to live by in business: Always put the needs of my clients first, always do what I say I'm going to do and be very attentive to my clients and communicate with them constantly
If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? Kobe Bryant – Mastro's Steakhouse in the city
What is your DREAM job? (something other than your current job) Traveling the world and creating a blog about it.



Bobby Lawrence
Director, Investment Sales
B6 Real Estate Advisors

Name: Bobby Lawrence
Title: Director, Investment Sales
Company: B6 Real Estate Advisors
Location: 1040 Avenue of the Americas, 8th Floor, New York, NY 10018
Birthplace: Summit, New Jersey
Education: History Major, Colgate University
First job in real estate or allied field: Working for a real estate tech start-up that sold 3D interactive models to developers.
What do you do now and what are you planning for the future? I work for B6 Real Estate Advisors, Paul Massey's new firm that focuses on investments sales and capital advisory services. I focus on the sale of investment property within my territory, which includes Cobble Hill, Boerum Hill, Park Slope, Gowanus, Red Hook, Greenwood Heights and Windsor Terrace. For the future I am planning to grow my team and continue to increase my market share within my territory.
How do you unwind from a busy day? I really enjoy live music and Brooklyn has some unbelievable music venues. I also play hockey at Chelsea Piers or will go for a run, if I need to unwind.
Favorite book or author: "The Boys in the Boat" by Daniel James Brown
Favorite movie: Wow, tough one. This depends on the day, but I think I'll go with "Saving Private Ryan"
Last song/album that you purchased/downloaded? "On Your Way Down" by The Jungle Giants
One word to describe your work environment: Collaborative
Rules to live by in business: "Show up, do the work, be curious. Never cheat the process or rationalize laziness" -Theo Epstein
What is your DREAM job? (something other than your current job) Musician



James Ryan
Director, Investment Sales
B6 Real Estate Advisors

Name: James Ryan
Title: Director, Investment Sales
Company: B6 Real Estate Advisors
Location: 1040 Avenue of the Americas, 8th Floor, New York, NY 10018
Birthplace: Ireland
Education: University College of Dublin – Bachelors of Business & Law. Michael Smurfit Graduate Business School – MSc in Marketing Development
First job: Caddie in Vineyard Golf Club, Martha's Vineyard
First job in real estate or allied field: Associate to CEO, Paul Massey
What do you do now and what are you planning for the future? I sell commercial real estate properties in the East Village and NoHo. My plan is to be the top salesperson under 30 in NYC real estate by 2021, by helping my clients achieve their goals.
How do you unwind from a busy day? I enjoy going for a run or meeting my friends at one of the local restaurants or bars.
Favorite book or author: "How to Win Friends and Influence People" by Dale Carnegie. (I read it at least once every six months and always gain a new insight)
Favorite movie: "Valley Uprising"
Last song/album that you purchased/downloaded? David Kennan
One word to describe your work environment: Thriving
Rules to live by in business: Work harder than everyone else and love it.
If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? Arnold Palmer - where? Somehow, I don't think it would be my decision.
What is your DREAM job? (something other than your current job) Real estate developer in emerging markets.